BOARDWATCH MAGAZINE

ELECTRONIC BBS AND ON-LINE INFORMATION SERVICES

Editor: Jack Rickard

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THE BBS LIST

This month Boardwatch Magazine presents a list of 205 bulletin boards/online services available in area code 303. See page 24. Our national selection lists 105 systems from across the country we think you'll find useful beginning on page 22. Corrections may be addressed via the Denver PC Boardwatch Echomail Conference, or by Fidonet Mail addressed to JACK RICKARD via Net 104 Node 555 at (303)973-4222.

TELEBITS

CHINA LINK VIA MODEM

Dave Hughes of Colorado Springs Colorado is one of the "Grand Old Men" of online communications pioneering many of the concepts we employ routinely today. His current themes are the NAPLPS graphic protocol, the use of data communications in education, Unix, and international modem communication links. If Dave's past track record of prognostication is any indication, you might prepare yourself for an international educational network using NAPLPS. He was a keynote speaker at the recent Global Networking Conference in Tokyo and has pioneered links with the Soviet Union Novosti Press Service. He is also the technical means behind Montanna's BIG SKY educational network and we look for him to be a key player in the emerging educational network here in Colorado.

Recently, Dave's son Ed Hughes graduated from the University and took a job under a Princeton University exchange program to teach conversational English in Dalian China. Professor Xiao (young) Ed is one of the few

people in that area equipped with a Toshiba T1000 laptop and a Touchbase Worldport Modem.

They found out that a long distance call from Dalian China to Colorado Springs Colorado is a bit pricey at \$3.69 per minute or a little over \$220 hourly. So Dave and Ed determined that they could link up at about \$56 hourly if the call originated in Colorado Springs. Each week they exchange files via an agonizing 300 bps link and Dave posts the China News from son Ed on Dave's **ROCKY MOUNTAIN HIGH BBS at** (719)632-2658. This is Mr. Hughes latest information system - a Unix system running on a hot 386 machine that pretty much retires his old Convergent Technologies Minicomputer.

This provided some interesting reading for the Rocky Mountain High callers. They didn't realize when they started this that the student unrest in China would develop into such a serious situation.

The ROCKY MOUNTAIN HIGH system is also a public node of the UUCP (Unix-Unix Copy Program) USENET network. This is a worldwide network of Unix machines located in Universities, research labs, hi-tech corporations, and so on carrying over 520 different message conferences in the Usenet Newsnet. Messages entered on any node in the conference are echoed to all other systems carrying the conference. One of these conferences is titled SOC.CULTURE.CHINA. If you read in the popular press about the modem link with China via a University Network, this is what they are talking about.

With the current activity in China, this conference has exploded with activity running as high as 200-250 messages

per day from Glasgow Scotland, Cambridge University in England, schools in Amsterdam, Hong Kong, and of course throughout the US. It is one of the few completely uncensored newslinks with the Chinese mainland in the wake of the situation in Tiananmen Square.

One of the messages from a UCLA student visiting China noted that with 150,000 students in the square, trash and waste was a real problem and what they really needed were some Hefty Cinchsaks/plastic trash bags to help haul it off. The news spread through the SOC.CULTURE.CHINA conference and an electronically coordinated collection plate was passed. A student volunteer jumped on an airplane for Beijing with a couple of pallets of trash bags for the students. All of it was coordinated by modem.

As this story was written, the at times almost festive spirit of the student demonstration in Tiananmen square was dramatically altered by an attack by the Chinese military forces. At least 1500 are feared dead.

Callers curious about UUCP message conferences are welcome to dial Rocky Mountain High at (719)632-2658.

PRODIGY COMES TO DENVER

International Business Machines and Sears have teamed up to fund the most ambitious entry into the videotext market to date. They term the product **PRODIGY** and are introducing it to a new Metropolitan area each month. July 1989 is Denver's turn in the barrel.

PRODIGY is unique in that it is one of the first efforts at videotext to abandon the concept of a clocked fee schedule.

TELECOMMUNICATION SYSTEMS



50.000 FILES. For Your IBM PC, Mac or Amiga

As Close As Your Modem BBS 414-964-5160

EXEC-PC, the country's largest electronic Bulletin Board Service (BBS), has the most extensive online collection of software available anywhere. Yours for the asking!

"Exec-PC, the biggest, meanest, most off-dialed and audacious BBS this side of Silicon Gulch." Milwaukee Magazine, June 1987

"How important is the Exec-PC BBS? To borrow a line from a famous hamburger chain, I was the 1,282,770th caller served. And I do mean 'served'. Exec-PC is perhaps the premier BBS in the nation for exchanging software." BYTE IBM Special Edition,

"Exec-PC, the bulletin board answer to SuperStation WTBS, connects PC users continents apart." PC World, July 1987

"One of the best is Bob Mahoney's Exec-PC out of Shorewood, Wisconsin..." PC Magazine, October 1988

"They provide one of the largest, most extensive libraries of public domain software in the world." Denver PC Boardwatch,

"Exec-PC Network is by far the largest BBS we've ever seen. You say you want files? This board has them—whatever kind you want...In addition to having one of the largest selections of public domain software, this BBS is a good source for technical Information and help." PC Resource, October 1987

WHAT YOU COULD HAVE

Would you like public domain and shareware word processor programs, communications programs, or excellent database management systems? How about personal money managers, or General Ledger programs? If that is not enough, look at the 3000 games and 15,000 free business oriented programs, utilities, tutorials, and reviews. This gives you everything from hard disk reorganization and backup to stock market management systems. We also maintain the entire PC-SIG collection online, the 1200+ diskette collection of public domain software from California.

WHO HAS IT?

Exec-PC owns and operates the nation's largest electronic Bulletin Board System. Through our BBS, our huge software collection is available to anyone who has access to a modem and a telephone line. We have more than 70,000 individual files available for immediate download to your computer 24 hours a day, every day.

WHAT IT IS

The BBS consists of a large computer with BIG disk drives (more than 3) giggbytest) and many phone lines connected to it. The computer currently has 90 phone lines, allowing it to talk to 90 callers at once; it receives about 2000 calls per day. Using the BBS is easy, since it is menu driven and you simply choose what you want to do.

WE SURE HAVE FILES

A typical user will call the BBS, ask the BBS to show what files are new since his or her last call, find files of interest, then transmit those files across the phone line. After hanging up, the caller can examine and use the new software.

WE SURE DO TALK

Our BBS also has an active conference system where thousands of people share ideas and solutions. Some conferences include: PC General Topics, Communications, For Sale, Programming, Desktop Publishing, LAN, Graphics, Hardware Speedup, CAD/CAM, Private e-mail, etc. Why pay expensive consultants when there are hundreds of experts available in our forums and conferences?

HOW TO CALL THE EXEC-PC BBS

- 1. Set your asynchronous modern for 8 data bits, No Parity, 1 stop bit.
- 2. Dial 414-964-5160.
- 3. The BBS will ask for your name, fhen you will be guided into the menus.

IT IS FREE, BUT

You can call the BBS at any time without registering. You can tour the system, read messages, and download some of our files. For greater access privileges you may register at the following rates: \$20 for 3 months or \$60 for one year There are no hourly or hidden fees! You may subscribe online with VISA or MC, or by credit card, check or money order with the form below

P.O. Box 11268 Shorewood, WI 53211 Voice Orders 414-963-2880 BBS 414-964-5160



Prices & Specifications subject to change without notice.

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P.O. Box 11268 Shorewood, WI 53211

YES! Register me on the Exec-PC BBS for full access to the country's largest collection of software plus thousands of informative messages and conferences.

☐ 1 Year \$60

□ 3 Months \$20

☐ Check Enclosed

☐ Visa ☐ MasterCard



Credit Card Account #___

__Expires___/ Signature

Name_ Address_ _____State____Zip____ Telephone (____) Company (optional)___ Name you will use for Logon to BBS (required) Password___

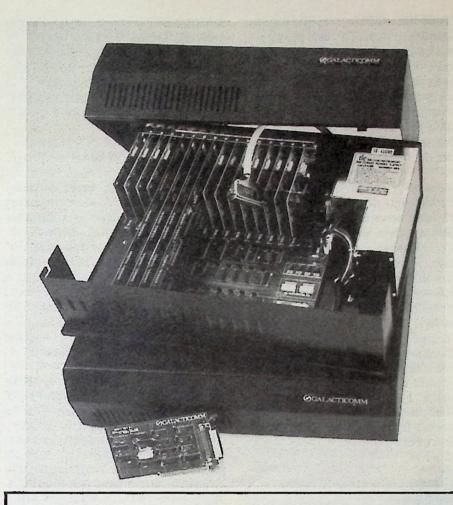
Most online services charge callers by the minute for "connect time" much as long distance telephone carriers charge per minute for calls. PRODIGY has replaced that with a flat \$9.95 per month charge allowing unlimited connect time from 7:00 AM to 1:00 AM.

Most of the freight for PRODIGY is paid by advertisers such as K-Mart, Sears, and so forth. Offerings include Dow Jones News Stock Quotes, Consumer Reports, EAASY SABRE travel feature, movie reviews, and sports. Locally, First Interstate Bank of Denver is offering a free three month trial of their online Day & Night Banking service to allow customers to pay bills, check account balances and make account transfers online.

To use PRODIGY, you must have a computer, modem, and a copy of their specialized terminal software. The "starter kit" includes manuals and terminal software for \$49.95. They are waiving the fee for the startup kit until July 7 via a massive direct mail campaign in the area (we received five different packages from various mail lists). A Hayes 1200 bps modem is available through PRODIGY for \$99.95 if you don't have one. To order the startup kit, dial (800)822-6922 and ask for extension 516. They will automatically begin billing you \$9.95 monthly but you can cancel at any time if you find the service less than useful. Prodigy Interactive Personal Service, PO Box 4064, Woburn, MA 01888.

GALACTICOMM ANNOUNCES NEW 16-SLOT SERIAL EXPANSION CHASSIS

The most readily noticeable difference between the free, hobbyist BBS and the "for fee" information service is the number of telephone lines. The free BBS simply cannot afford multiple access lines to their system. If they do provide a good service, the board will quickly fill up and reach the capacity of the single line. Other callers are greeted with a busy tone hour after hour. Some popular free systems are virtually impossible to get into.



Galactibox 16-Slot Serial Expansion Chassis.

Pay services have the cash flow from new subscribers each month to afford two, three, four, or more telephone lines installed on a hunt group. When you dial in, the telephone company automatically connects you to the next available line in the series. And those who do pay to support such systems pretty much demand a multiline service to prevent being locked out by busy signals after putting up \$40 or \$50 for an annual subscription to the service. Each line can support 35-50 callers daily. As a result, many of the serious pay systems have 8, 16, 20, or even more telephone lines. Perhaps the largest system, EXEC-PC in Shorewood Wisconsin, currently sports 90 lines.

Connecting multiple telephone lines to a single PC can be a bit problematical. In the first place, the original PC only supported a maximum of two serial ports. All modems require a serial port whether they are external and connect to an RS-232 connector or internal and connect directly to the bus. Most internal modems can now be configured as COM1 through COM4 but it can be difficult to get more than two modems working even then because each must have an IRQ (interrupt request assignment) assigned.

To get around this, several manufacturers have developed cards to provide 4, 8, or 16 serial ports with individual external connectors on a hydra of cables hanging out the back of the PC. Digiboard is one of the more popular manufacturers of serial breakout cards. And some manufacturers have actually produced cards with multiple modem modules on a single card.

Galacticomm of Fort Lauderdale Florida has come up with a pretty hot solution to this multiple telephone line/modem rubick's cube. They've developed a device to put cheap, internal 2400 bps modem cards into play on a multiline system. The new product is termed a Galactibox or more briefly, a G-Box. It's actually a PC expansion chassis with room for up to 16 serial devices along with the logic circuitry necessary to sort out the COM1/COM2/COM3/COM4 mess using a stacked port address polling method.

According to Tim Stryker, president of Galacticomm, the usual wisdom that hardware interrupts are inherently more efficient than a polled system is not necessarily true. Apparently, on any interrupt, the microprocessor has to save a series of register contents onto the stack, service the interrupt, and retrieve the registers before receiving the next interrupt. In real world applications, it will usually be more efficient to save the registers, poll all devices at once, service them one by one, retrieve the registers and return - according to Stryker. For the less technically inclined, he's saying if you have the software to do it, his polling method is about as fast as the normal IBM way of doing it.

The polling method can be thought of as "multiplexing" the group of devices. Each slot is configured with a dip switch for a particular address. The slot is enabled if the high order six I/O address bits match the slot and chassis address.

The device links to a PC via a cable and a bus circuit card that plugs into the "host" PC. The unit has been tested a variety of hosts up to an 80386 running at 33 MHz. Up to four G-Box chassis can be connected to a single PC giving a total line count capability of 64 lines.

The G-Box is priced at \$2192 and Stryker is offering internal 2400 bps modems at \$104 each for a "full bag" price of \$3888 for a sixteen modem bank - a very attractive \$243 per line. Further, the box can handle any serial device including high-speed modems up to 19,200 bps, facsimile cards, voice mail cards, or even serial port breakout cards.

Use of this system allows some significant flexibility and a good price per line ratio if you can match it to your software. Galacticomm also markets a

multiline BBS package that you can use with the G-Box, but use with other packages requires some considerable software expertise. Galacticomm, Inc., 4101 SW 47th Ave., Suite 101, Fort Lauderdale, FL 33314; (305)583-5990 (voice); (305)583-7808 (BBS).

AT&T - MCI PRIME FOR LONG DISTANCE PRICE WAR

On March 16, 1989, the FCC quietly reached a historic decision regarding the way we regulate long distance telephone service in this country. Essentially, they replaced the "rate of return" formula that limited AT&Ts profit to some 12+% of their investment with a new price "cap" that essentially does nothing in today's era of declining long distance costs. We predicted a long distance price war as the probable outcome and welcomed the opening shot.

In our June issue, we described MCI's new PREMIER CALLING PLAN which was patterned after AT&T's REACH OUT AMERICA program. The MCI offering granted reduced rates beginning at 7:00 PM vice AT&T's 10:00 PM start time. Additionally, they offered a \$5 per hour rate from Midnight Friday through Midnight Saturday. Apparently, AT&T intends to respond with a \$140 million dollar across the board cut in long distance rates including new rates for REACH OUT AMERICA. The new rates will go into effect July 1.

How low can the rates go? According to the documentation filed with the GAO during the recent competition for the upgrade of the federal government telephone system, FTS 2000, AT&T claimed it could deliver long distance services at \$3 per hour and still make a modest \$26 million first year profit. That would have to be the "floor". But note that AT&T still has 80% of the long distance market. If MCI, Sprint, and other carriers can make a dent in that, the price war could be long and bloody for LD carriers and a boon to the calling public. If they can't gain a larger share, it might be more of a long drawnout bridge game than a war. We'll go out on a limb and predict a \$5 hourly long distance rate anywhere in the continental US from about 8:00 PM to 8:00 AM within two years.

And it may not be so bloody after all. Long distance calls don't really cost the carriers a cent. They pay for billing and administration, and the cost of the lines and equipment. These costs are not precisely "fixed" but they don't vary directly and immediately with the number of calls. If lower long distance rates cause America to truly begin "reaching out" more often, particularly in off-peak hours, it may very likely improve the bottom line for all players.

US Sprint is the most vulnerable to this battle. They just completed a two billion dollar upgrade to 100% fibre optics and were just beginning to turn years of losses into a modest profit after finally bringing some sanity to their notoriously inaccurate billing system.

The one downside for consumers? The previous regulatory environment encouraged AT&T to invest unlimited amounts of money into research and the very latest and best equipment. For each dollar they invested, they could take a twelve-cent profit. The only way to increase profits was to buy more and better equipment, buildings, etc. While this did not directly lead to the most efficient organization known to man, it did largely lead to the Cadillac of telephone systems. We had nothing but the best whether we liked it or not.

In the new environment, there is great incentive to "do more with less." Anyone who has used a telephone can tell you that particularly during peak calling periods, service is not up to what it was before divestiture. It is not uncommon now to try a Monday morning long distance call (the busiest long distance calling period of the week) and be notified that "all circuits are busy". AT&T now has a powerful reason to carry more calls on less equipment and use aging equipment longer. Bottom line? Cheaper long distance calls, but a less reliable telephone system.

TBBS SYSTEM OPERATOR SYMPOSIUM SCHEDULED

eSoft Incorporated of Englewood Colorado has announced their second annual TBBS Symposium to be held September 14-16, 1989 at the Clarion Denver Southeast Hotel. eSoft, Inc. has developed one of the most popular multi-line BBS software packages in existence with their The Bread Board System or TBBS as it is commonly known enjoying over 10,000 installations world-wide. The most notable feature of the program is its ability to support up to 32 telephone line access nodes from a single IBM PC AT compatible or 80386 unit using expanded memory and up to 16 lines based just on the usual DOS 640K machine. Most multiline packages require multiple machines under a LAN of some type to carry that number of lines.

The TBBS Symposium 88 held last year was by any measure a success with over 100 system operators from across the country attending the \$125 conference. They were rewarded with details of the version 2.1 release of TBBS along with a surprise announcement of a dBase III+ compatible compiler extension for TBBS, termed The Data Base System (TDBS), that will allow true online transaction processing. The extension ostensibly will allow programs written in the dBase development language to be compiled by TDBS to work as a dBase compatible online database. A very preliminary "prerelease" version of TDBS is available on the TBBS support system at (303)699-8222.

This year's symposium will be priced at \$450 and limited to the first 125 registrations received by August 11. Topics scheduled include the psychology of E-Mail, configuration design and performance, high-speed error-free modems and the new 16 port Digiboard setup, CD-ROM and WORM drive workshop, and of course, the new TDBS extension.

Hotel rooms are available at \$50 single or \$60 for a suite - call (303)790-7770 for reservations. eSoft, Inc., 15200 East Girard Ave., Suite 2550, Aurora, CO 80014; (303)699-6565.

HAYES 9600 BPS SYSOP DISCOUNT PROGRAM -TOLL-FREE 800 BBS

Hayes Microcomputer Products has announced resumption of a 70% BBS system operator discount program on their

\$1299 Hayes V-series Smartmodem 9600 bps modem. The unit is available to qualifying system operators at a price of \$405 between May 1, 1989 and July 31. This duplicates a sysop discount program Hayes sponsored last fall during September and October.

The one fly in the ointment over the Hayes 9600 bps offering is the lack of V.32 compatibility. Other vendors are jumping on the CCITT V.32 standard bandwagon with vigor. US Robotics broke ground with a combination HST and V.32 modem that began shipping in February. Telebit is beta testing a combination V.32 and PEP modem now. Multitech is already spotting their 924EH 9600 V.32 model on bulletin boards by offering a discount to \$600 for BBS operators and even Racal Vadic is now mounting a sysop discount program for their 9632 VP V.32 model. All these models have CCITT V.32 compatibility and most have a secondary proprietary protocol as well. All can communicate with each other using the V.32 mode. The Hayes V-series can only communicate with another Vseries at the 9600 bps rate.

Hayes has also announced an eight-line product support BBS using the Smartmodem 9600 units over toll-free telephone lines. The service operates at (800)874-2937 with four telephone lines available at that number. The board offers support for the Hayes modems and the company's SMARTCOM communications software. John Aitken, Hayes Microcomputer Products, Inc., PO Box 105203, Atlanta, GA 30348;(404)441-1617.

US WEST RE-ADRESSES DIRECTORY ASSISTANCE

Last January 1, US West dropped the practice of giving out addresses as part of their directory assistance service due to fears that they might be violating elements of the 1984 modified final judgement divestiture agreement banning Regional Bell Operating Companies from engaging in information services. Since dropping the function, US West has been deluged with complaints from a number of groups, notably the Denver

based United Organization of Persons with Disabilities, concerning the changes.

This past month, the U.S. Justice Department recommended that Judge Harold Greene grant both US West and Ameritech a formal waiver of the rule as it applies to directory service to eliminate the confusion. As of June 1, 1989, US West resumes the practice of giving out addresses to those who specifically request them. In the 14 state area covered by US West, approximately 232,000 directory request calls are handled each day. According to company officials, less than 5% of these inquiries request address information as well. Most callers were unaware that you could obtain address information in addition to the telephone number requested.

IBM ANNOUNCES 65 NS RAM CHIP

IBM Corporation has announced development of a 65 nanosecond 1 megabit Dynamic Random Access Memory (DRAM) chip. The previous standard for "fast" DRAM chips was 80 ns. Further, IBM announced they were continuing development of a 4 MB 65 ns chip. Rumor has it that the company has also successfully developed an experimental 1 MB DRAM with at 22 ns access time.

MOBILE PC RADIO NET APPROVED

The Federal Communications Commission has approved a nationwide data communications radio network intended to link mobile data terminals. The proposed network would allow sales representatives or anyone with a need for computer access from the field to connect with their company host system via hand-held or vehicle-mounted terminals.

A three year construction permit has been granted to American Mobile Data Communications, Inc. of New York. The AMDC network will use radio frequencies in the 900 MHz band which is referred to as the Specialized Mobile Radio Service (SMRS). The digital network will transport data at 1200 to 4800

bps through regional control centers located in the 50 largest metropolitan centers. These centers will connect over the air radio signals to the existing public switched telephone system and packet switched networks which can then carry the link to the desired host system/online service. The initial network could handle about 10,000 users per regional control center.

POPE JOHN PAUL II - THE HOLY SEE-SOP

According to the United States Catholic Conference, there are 879 million mackerel snappers world-wide. A new Vatican voicemail telephone system can handle up to 48 of them at one time and deliver a recorded Papal inspirational message from Pope John Paul II. The Pope will record a new message each day in English, Spanish, and Italian via Vatican Radio - the Pope's Radio - which will then make it available via voicemail.

Italian 011-39-7779-3010
English 011-39-7779-3020

• Spanish 011-39-7779-3030

MICROCOM INTROS LOW COST V.32 MODEM

Microcom Incorporated of Norwood Massachusetts announced on May 25 their new model QX/3296c modem. The new model is a CCITT V.32 compatible high performance modem capable of achieving error-free data throughputs up to 19,200 bps over dialup lines.

The new QX/3296c combines several notable features including the Microcom Networking Protocol (MNP) class 5, built in UUCP/Kermit protocol support, and a remote access function incorporating a security function. Most notably, the modem will connect with any CCITT V.32 (9600 bps), V.22bis (2400 bps), Bell 212A (1200 bps) or Bell 103 (300 bps) modem.

Microcom joins such notable modem manufacturers as US Robotics, Telebit, Multitech, and Racal Vadic in announcing support of the V.32 standard in a multimode modem since January 1, 1989.

The latest Microcom V.32 announcement also offers something of a price breakthrough at a list price of \$1199. Microcom, Inc., 500 River Ridge Drive, Norwood, MA 02062; (617)551-1000.

AT&T, TELENET, MCI X.400 E-MAIL BRIDGES ANNOUNCED

A universal electronic mail service is coalescing from the heretofore "Tower or Babel" existing in the E-Mail market place. Until recently, virtually all E-Mail vendors were busy jealously guarding their few existing subscribers and connecting to other services was pretty much out of the question. Earlier this year, the Aerospace Industry Association laid down the law - provide bridge links to end this E-Mail madness or else. And the E-Mail services are jumping into line. At the recent International Communications Association conference held in Dallas, Telenet E-Mail service announced connections with both AT&T E-Mail and MCI Mail. Users of all three services can exchange messages using the CCITT X.400 recommendation for electronic mail. Telenet boasts a total of over 300,000 E-Mail users while MCI and AT&T present 100,000 and 50,000 subscribers each.

Meanwhile, Dialcom, Inc., of Rockville Maryland has announced separate agreements with both AT&T and MCI to not only allow E-Mail exchange, but access to their proprietary database services as well. And both AT&T and Telenet are actively lining up links with other nations. Telenet currently exchanges mail with 14 foreign countries while AT&T sports links with six nations.

UNLISTED NUMBERS

Survey Sampling, a Fairfield Connecticut research firm reports that 28% of all US households have an unlisted telephone number. Los Angeles is the worst with a 56% unlisted level.

MACINTOSH ONLINE SERVICE

With 70,000 subscribers, MacWEEK Magazine has developed something of a name among magazines devoted to the Apple Macintosh computer. Connect Inc. announced a new online information service titled MacWEEK Hotline on the Connect Professional Information Network. Beginning June 1, callers can access a full-text database containing data on thousands of Macintosh products.

To access the MacWEEK Hotline, you will need the Connect Network Access Software in addition to an Apple Macintosh or IBM Compatible PC and modem. From June 1 through the first of September, MacWEEK subscribers can get a complimentary copy of the Connect software by mailing in the cover of any issue of MacWEEK magazine along with \$9.95 for overnight delivery charges. Denver local access for this service is (303)832-3447.

The Connect service provides an iconbased graphical interface online service for both IBM compatible machines and of course the Macintosh. Connect Inc., 10101 Bubb Road, Cupertino, CA 95014; (408)973-0110.

US WEST OMAHA INFORMATION GATEWAY

US West Communications has announced the name of their information gateway offering scheduled to begin internal testing among some 300 employees this coming July and a full introduction to the public in October. The new service will be titled "CommunityLink Service by US West". Anchored by the Omaha World Herald newspaper, US West hopes the service will have nearly 100 information providers online by sometime early next year. The service will allow Omaha residents to dial into the service and connect to any of the information providers via an online menu. Any access charges would then appear on the customers regular telephone bill.

Acknowledging that not all homes own or want a PC, US West has made arrangement for TEL-E-TEX INC. of Omaha to sell or lease a videotex ter-

minal made by Philips, Hilversum, the Netherlands. The unit is manufactured in France by Philips subsidiary La Radiotechnique Portenseigne. The Philips M2 unit will sell for around \$270 or rent for \$10-\$12 monthly and supports the Teletel protocol used by the French Minitel system. The unit is very simple to operate and requires virtually no familiarity with personal computers. Tel-e-tex will also sell an inexpensive software program to allow personal computers to emulate the terminal.

MARYLAND BANS JUNK FAX

Maryland Governor William Schafer signed a bill into law on May 25 banning junk facsimile messages. After July 1, unsolicited advertising transmitted via facsimile could cost the sender \$1000.

Maryland becomes the second state to ban facsimile with Connecticut paving the way a few weeks earlier. A national fax bill is currently wending its way through the halls of Congress and most pundits give the bill a good chance of passage. The bill is currently under review by the House Telecommunications and Finance subcommittee which is holding public hearings on the matter. Numerous other states are considering laws regulating facsimile transmission.

Junk fax have become something of a problem we're told. Initially, fax paper suppliers discovered that they could solicit orders from a very well targeted market by transmitting ads and coupons for paper directly to the fax machines. It worked so well that other companies jumped on the bandwagon. Several firms have collected large lists of fax telephone numbers to offer for rent after the fashion of the direct mail industry mailing lists. The problem with the technique is that the recipient pays for the message because it is printed out on their paper. More seriously, it takes several minutes of connect time to transmit a fax page. With the large number of junk fax transmissions some businesses were allegedly receiving, the machine was virtually unavailable for receipt of desired fax communications. Industry analysts project fax traffic at

30 billion pages this year with an installed fax base of 2.9 million by the end of 1989.

Does this regulation concept have merit? We don't think so. In the first place, the vast majority of business facsimile communications occur during normal business hours. If it absolutely positively has to get there overnight let's just go ahead and send the damn thing now and be done with it. But almost all advertising transmissions occur overnight when telephone rates are cheaper. The ratio of the cost of fax paper to the cost of the telephone call is such that it would be prohibitively expensive to really put a dent in a paper budget by long distance telephone. And the most reliable estimates of actual junk fax transmissions seems to indicate that businesses are actually plagued by an average of ONE JUNK FAX DAILY.

It makes perfect sense that junk fax would be a problem. But so far, they just haven't been. We've got some problem solvers here leaping to action in search of a problem. While it may be better to be safe than sorry, there are many other non-problems with future potential just begging for these intellectual giants' attention. Take old people. The place will be reeking with them in a few years when we baby boomers reach the age of complaint. The greenhouse effect. Who wants a completely green earth crawling with carbon dioxide sucking plants? And all those South/Central American countries. They elect politicians, shoot the winners, shoot the losers, and line up for another election. According to John Loveridge, noted intellectual, political seer, and amateur gynecologist, this is a transparent attempt to breed political ambition out of the latin American races using Darwins natural selectivity mechanism. He not only thinks we should let well enough alone - better yet, take a page.

But most of all, we much prefer fax transmissions and direct mail pieces to the alternative - voice telephone sales solicitations. In contrast to the proponents of direct mail, fax, and voice sales solicitations, we completely reject the "free speech" argument these organizations hold out. Companies are welcome to say anything they like but

there is no constitutionally protected right to use someone elses equipment to do it. But fax transmissions cost the recipient very little and even that is controllable. Several devices are coming on the market now to require essentially password access to fax machines. PC fax cards allow the recipient to review incoming messages prior to printing the fax message can be read and if of no interest, sent to RAM heaven at a keystroke. We think technology and the free market mechanism can deal with fax advertising much better than the technological experts seated in Congress.

If they insist on finding virgin pastures in the regulatory wilderness and just demand something new to regulate, we do advocate laws limiting voice sales solicitation calls - an obnoxious intrusion by any account and generally without exception. You do not need to leave the shower or the throne to answer a fax and it will not get you up from dinner.

WILDCAT 2.0 BBS SOFTWARE RELEASED

Mustang Software of Bakersfield California has announced release of version 2.0 of their popular WILDCAT BBS software. Most notably, the new release supports multiple telephone access line operation with a ten line package available for \$249 and a version that will support up to 250 nodes for \$499. Up to four nodes can run on a single machine under the Desqview Multitasking software and the product runs under most LAN software. Like PCBoard, it has the ability to run external programs over multiple telephone access lines.

Wildcat is written predominantly in Turbo Pascal with the routines that actually handle asynchronous communications written in assembly language. All message databases and file areas are indexed under B-Trieve allowing a very fast search for messages and files. The new version has added hotkey menus, improved message threading, and the abilitiy to handle up to ten external file transfer protocols. Most notably, the new version supports the BIMODEM file transfer protocol.

BIMODEM is the only protocol that allows simultaneous upload and download of files.

The two-year-old Wildcat program currently enjoys an installed base of 2000 systems in all 50 states and twenty foreign countries. According to Jim Harrer," Wildcat is off to a late start compared with TBBS and PCBoard and we intend to work hard to catch up." The company offers free telephone support at (805)395-0223 and a support BBS - appropriately titled THE CAT HOUSE 206/2901 at (805)395-0650. Mustang Software, 3125 19th Street, Suite 162, Bakersfield, CA 93301; (800)999-9619.

NCAR CRAY COMPUTER GOES TO SMITHSONIAN

The National Center for Atmospheric Research in Boulder Colorado has donated a 1967 vintage Cray I computer to the National Air and Space Museum at the Smithsonian in Washington DC. The Cray went on display May 12 as part of the new gallery "Flight Enters The Computer Age" which explores the role of the computer revolution as it affects aerospace.

HAYES BUYS JT FAX PRODUCT LINE FROM QUADRAM

Hayes Microcomputer Products Inc. announced purchase of the JT FAX product line from Quadram Corporation as of June 1. The JT FAX product has established itself as the leading internal circuit card facsimile product for IBM compatible personal computers. It allows users to send ASCII text/word processing documents out as fax transmissions without the interim step required to print out the document to send it via the normal stand alone fax machine. Conversely, the card also allows incoming fax to be stored to disk, edited, or deleted without printing.

Under the agreement, Hayes gains all rights to manufacture, distribution, trademark, and design and most of the product development team will immediately go to work for Hayes. Quad-

ram will continue to manufacture and market the product for a limited transition period under license to Hayes.

"Facsimile is an important step in integration of image and data communications. By adding the computer facsimile products, Hayes continues to provide a comprehensive set of computer communications solutions," said Hayes president Dennis C. Hayes.

The JT FAX product line includes a \$295 internal circuit card supporting 4800 bps facsimile transmission, a portable external unit that plugs into any RS-232 serial port at \$495, and a \$795 internal circuit card providing 9600 bps transmission capability. A new enhanced product termed the JT Fax Pro96 includes the 9600 bps fax transmission capability and a built in 2400 bps modem. Quadram Limited Partnership, 1 Quad Way, Norcross, GA 30093;(800)548-3420

VIDEOTEXT INDUSTRIES ASSOCIATION REPORT

The Videotext Industries Association has released a 90 page report titled "Opportunities in Videotext: A Guide to Communicating and Marketing through Electronic Services." Among other things, the report details the cost of setting up your own videotext service for \$10,000-\$40,000. The report is free and you can obtain a copy by calling VIA at (703)522-0883.

PCGUIDE CD-ROM CATALOGS SOFTWARE

by David Hakala

Keva Systems of Lakewood Colorado is compiling the world's most comprehensive guide to MS-DOS and OS/2 commercial, shareware and public domain software. Scheduled for release this summer, the compact-disc magazine/encyclopedia will include over 20,000 commercial product reviews and demos, as well as 250 MB of shareware/PD software. The PCGuide CD will be bundled with CD-ROM disk drives, sold as a standalone product directly to libraries and Fortune 500 companies and distributed through thousands of dealers. User groups par-

ticipating in Keva's shareware collection-drive will receive the \$299 disk at no cost.

PCGuide is a sequel to the highly successful MacGuide CD, which sold over 5,000 copies to Apple enthusiasts worldwide in record time. Demand for an IBM edition prompted Keva, which produced the MacGuide disk, to undertake the daunting task.

More than a dozen editors are working eighteen to twenty hours per day, pumping product descriptions, prices and system requirements into Keva's database. As of this writing, approximately 5,600 of the 20,000 or so records have been compiled. The vast library is organized under a custom database structure developed by Keva's Mac gurus.

Software developers can buy space on the disk for their demonstrator programs at the very reasonable price of \$1.00 per kilobyte. The solid success of the MacGuide CD makes this a good bet. The second edition of the Mac CD has attracted even more demos than the first. Future editions will be include two disks, one each for demos and shareware.

PCGuide will appear first as a CD, and possibly later this year as a printed counterpart of MacGuide magazine. The economics of electronic versus hardcopy publishing overwhelmingly favor the former medium. But market demand may persuade Keva to do things the old fashioned way too.

Keva is more than a computer magazine. It also produces dazzling color-and-sound digital videos for corporate clients, using the full capabilities of the latest MacIntosh products. The animation and stereo sound of these disk-or-tape commercials is overwhelming.

Early-Apple era hackers wistfully reminisce about "the days when computing was FUN!" Those days are returning to Lakewood, Colorado. Keva's offices are typically corporate (much glass and wood), but the only necktie was worn by another visitor. The founder's hair curls about his shoulders, and the wizard of database development unleashes his creativity by

removing his shoes. "Keva" is an American Indian term for a particular sacred place (also for a nubile female).

The employees I met all acted like they were "on a mission from God." They seemed to be enjoying both each other and work some people would call drudgery. Perhaps there is yet hope for American business!

I've always wondered how teenaged prodigies such as Adam Hudson (author of QuickBBS) would turn out as adults. Meeting Bruce Tizes, founder of Keva Systems, satisfied my curiosity. After graduating from high school at age 15, Tizes zipped through college in two years and obtained a MD degree at the Chicago Medical School's University of Health Sciences by age 20. He did a two-year residency, then practiced ophthalmology at King's County Hospital in New York for five years. Now, at 28, Tizes is forging the IBM equivalent of the Oxford Unabridged Dictionary.

A fast track for anyone, but Tizes simultaneously built one of the largest Mac user groups and bulletin board systems in the country, with over 400 Mbytes of files and some 3,000 users. That behemoth is now available to 20,000 users via the Connect information gateway.

Tizes is also a director of MacGuide, and was tapped by Apple to head its Advanced Technology Products CD-ROM division. He plans to re-establish his medical practice and perhaps move the BBS to Denver once the PCGuide product is launched in August. The secret of living so many careers in one body? "I do only what I like," says Tizes.

What he likes is empowering people to live as fully and productively as he does. Medicine is one way to free people of physical limitations; information technology is yet another. Like all who make significant contributions to the world, Tizes is motivated by more than money. He takes the commercial success of Keva seriously because it is the stuff by which dreams can be made to come true; but money is not the substance of those dreams. Keva Systems, CD-ROM Div.: 550 So. Wadsworth Blvd., Suite 411, Lakewood CO 80226. Voice (303)936-0076.

HOME OFFICE BUSINESS NETWORK

There are some pretty wild figures thrown around these days concerning "Home Office Worker" phenomenon. Many sources are estimating 15 to 30 million home office workers. We would be surprised if there are two million people making a living out of the living room but more and more individuals work part time at home and many more bring work home from the office. This gives rise to a burgeoning market in home office equipment whether used by the part time hobbyist/moonlighter or the rarer but growing numbers of truly home-based professionals.

Along with the trend, come the hawkers trying to cash in on it. Dial Direct Response Marketing of San Francisco has allied itself with the relatively new Minitel Services Company (MSC) to present the Home Office Business Network (HOBN). This is essentially a special interest area on the Minitel Services new 150 city network. The charter for HOBN is to provide a forum for the home-based professional to contact others of similar persuasion and exchange hints and tips for making business from home easier.

The concept certainly has an allure. But this service doesn't quite pull it off. A big part of the blame lies with Minitel net itself. And perhaps it is time to take this Minitel myth by the horns. In the first place, contrary to popular belief, the French Minitel system has never made a dime. It has been government subsidized and government supported from its inception and still is today. A growing controversy in France centers around whether the French people should continue paying this subsidy. The one thing Minitel has done is provide online directory assistance. It's also made a few of the information providers wealthy.

What Minitel has NOT done is anything even remotely innovative technologically. The only people likely to be impressed by the Minitel terminals and screen presentation are those who have never seen a TV screen or electricity. And for them, it would likely be a fleeting interest. For individuals accustomed

to any local BBS or commercial service such as Compuserve or The Source, the Minitel screen is an absolutely underwhelming display of piffel and tosh.

We've been seeing some "gee-whiz" press releases printed by a number of magazines concerning this Minitel Services Company and their network. To use the net, you must have their terminal emulation software. And there is almost nothing mentioned anywhere about where to get it. As it happens, the terminal software is freely available but until recently it was necessary to write to the company via US Post to request it. MSC then mails it to you on diskette. This seems a curiously cumbersome method to access a "leading communications product". They have made some efforts to alleviate this situation. MSC now operates a toll free 800 BBS at (800)999-6163. You would think this would be an excellent way of distributing their program to people most likely to use it (current modem owners). Unfortunately, the software is NOT available for download there. Rather, you fill out a reasonably thoughtful, if slightly arduous, survey questionnaire. MSC THEN mails you the software on diskette.

Modem owners are accustomed to instant gratification in accessing most bulletin board systems. They see a file, they want it, they get it. They see a telephone number, they dial it, they're on. Almost all competently run pay systems allow a certain amount of perusing, peeking, and poking around before hitting the caller with the pitch for subscription fees. Requiring the delays of postal delivery, signup, registration, etc., is likely to drive nine out of ten "interested parties" on down the road to one of the fourteen thousand other telephone numbers with tones abounding across the nation.

For the ever curious Boardwatch Information System subscribers, we've archived the Minitel software package into the file MINITEL.LZH using the LHARC file compression utility and placed it on the Boardwatch Online Information Service for download. You may download it quite freely by dialing (303)973-4222. You will find it in the CURRENT INTEREST FILES area off the main menu. You may then

BOARDWATCH ONLINE INFORMATION SERVICE (303)973-4222

Boardwatch Magazine has earned a reputation for providing the most accurate list of electronic bulletin boards and online information services available in Colorado. By popular request, we are now offering an online service of our own, the Boardwatch Online Information Service

CURRENT ISSUE ONLINE

The complete text of the current issue of Boardwatch Magazine is available for online viewing each month.

BACK ISSUES ARCHIVES/KEYWORD INDEX

The complete text of back issues of Boardwatch Magazine beginning with the January 1988 issue are available for online viewing. Additionally, a keyword searchable index to back issues is available online. Simply enter a searchword and the system displays the article title, issue, and page number along with an ID code. Find the article in your printed issue or enter the ID code to call up the actual text of that particular issue online. Finding earlier stories on particular topics or products is now a snap.

BBS LIST DIALING DIRECTORIES AND COMMUNICATION SOFTWARE

Pre-formatted dialing directories for communications shareware programs including Telix, ProComm Plus Test Drive, QModem SST, GT PowerComm, and Boyan. Simply download the dialing directory and place it in your terminal program subdirectory. The entire Boardwatch BBS list is available at the touch of a key. Dialing directories are updated each month. The Boardwatch Online Information Service will provide the latest versions of online communications software such as Telix, GT PowerComm, ProComm Plus Test Drive, QModem, and more. And finally, select BBS lists brought in from various cities around the nation. Find out what's happening with electronic bulletin boards right from the source - Boardwatch Magazine

USA TODAY DECISIONLINE UPDATE

Gannett New Media's popular electronic online summary of the days events. Updated each weekday morning with 18 topical categories including News, Sports, Weather, Business Law, Banking, Real Estate, Insurance, Marketing and Trends, Technology, Telecommunications, Energy, Health, Personal Investing, and more.

BOXOFFICE MAGAZINE

Film and Theatre trade magazine in print since 1920. Boxoffice Top 10 grossing films each week, new video releases, Hollywood News, and reviews of over 200 films - many not yet released - still in production. The definitive trade publication for theatre owners and film lovers.

NEWSBYTES MAGAZINE

Award Winning weekly magazine monitoring the PC industry from reporting bureaus in San Francisco, Los Angeles, Atlanta, Toronto, London, Tokyo, Brussels, Sydney, and Washington D.C. The very latest in PC technology news. with categories for Apple, IBM, Unix, Business Applications, Telecommunications, Government and the Courts, Product Reviews, Boston Computer Exchange Closing Prices, and General Computer News.

INFOMAT MAGAZINE

Available on over 200 BBS nationwide, Alan Bechtold's Infomat Magazine is earning a reputation for timely, hard hitting news stories on PC technology and online communications. Includes Charles Bowen's Networkers Journal and columnist Dan Gutman.

TO ORDER:

Dial (303)973-6038 to charge your order to Master Card or Visa. Or, send personal check of money order to Boardwatch Magazine, 5970 South Vivian St., Littleton, CO 80127. Or dial the system at (303)973-4222 and select item 4. Boardwatch Magazine Information. Use the online subscription function to register online using Master Card or Visa.

Boardwatch Magazine	\$28
Online Information Service	\$35
Online Service and Printed Magazine	\$50

install the software and immediately put it to use to register and access the MSC system.

Before you get too excited about our largess in this matter, note that the software doesn't do much. It does allow your PC to emulate a Minitel Terminal. While this sounds exciting, brace yourself for a stunningly unimpressive display of yesterday's technology. It's a bit like watching a Cray Y-MP emulate a \$6 quartz wristwatch. The Minitel screen presents data in immense characters on a 40 character-wide screen. This is not only reminiscent of the early home computers of eight or nine years ago, it is actually more like the Readers Digest large type edition for the visually impaired. The result is there is never very much on the screen - a blessing or curse depending on what you expect in the way of information.

The program doesn't upload or download anything or have any attractive features whatsoever except that it does turn your PC into a Minitel Terminal. The F8 key becomes the SEND(ENVOI) key and F7 becomes NEXT(SUITE). F2 is used to cancel (ANNULATION) and so on.

The software does contain a directory of the 150 Minitel Net local access numbers. We dialed in from the local (303)893-3808 number which is one of a scant handful that support 2400 bps communications. The presentation of data on the system was excruciatingly slow at 2400 bps and we can't imagine what it would be like at 1200 bps. You provide a credit card number and a bit of personal information to access the service.

Once you have signed on, the 40 character screen and rude characters look more like a child's alphabet drill program than an online service. Most areas of the system are charged at a rate of \$0.17 per minute (\$10.20 per hour) although some are charged at a somewhat higher rate. You may access the Home Office Business Network (HOBN) by entering HOBN on the command line and pressing ENVOI (the F8 key).

Once in HOBN, we found it pathetically shallow, small, and uninteresting. The only thing of any possible use was the National Directory of Home Businesses. This purports to be a database of businesses operated from home divided into categories such as COMPUTER, ADVERTISING, and PUBLISHING. Most categories had either a single entry - or none at all. None of them seemed to be home based.

Why such a tirade in Boardwatch about this service? For one thing, expensive, cumbersome, and poorly executed but strongly marketed online services give the novice telecommunications enthusiast a dim initial view of a growing and thoroughly fascinating world of online information. With each additional participant, this "world computer" becomes stronger. And with each individual that tosses their modem in the top of the closet in disgust, we all lose a little bit. MSC has been heavily advertised and heavily promoted. It is already on the Southwestern Bell information gateway via US Videotel and rumor has it that US West is bringing it to town in their Omaha gateway experiment. Negotions continue between MSC and Nynex, Southern Bell, and Bell Atlantic to appear on their gateways. Through some marvelously adroit and competent marketing, MSC is bringing us this service whether or not it has any technical or informational merit at all.

We entered HOBN paying seventeen cents per minute to see very little. But when we went to get out of HOBN and return to the directory of services, we found there was no exit command. No BYE, OFF, EXIT, OUT, ADIOS, SAYONARA, or anything of the sort. There was a dictionary of commands listing all the various ways to root around in this closet full of empty, dusty, fruit jars but no mention on any screen or in any listing of how to get out of there. So at seventeen cents a minute we sat and pondered this weighty question. We tried the help facility, the index of keywords, and the GUIDE key to no avail. Finally, we hit the F9 key CON-NECTION FINIS which essentially dropped carrier from the net. The clock may still be running for all we know. We've notified the credit card company not to honor any charges from Minitel Services Company. Au revoir! And by

reading this, you may save yourself enough to pay the \$3.95 for Boardwatch - consider this issue on Minitel.

Minitel Service Company is not only marketing Minitelnet furiously to the regional Bell companies to get it on their information gateways. They are also desparately trying to attract Information Providers. To act as an information provider, you must have an AT or 386 class machine with an X.25 packet assembler/disassembler card. Minitel charges a \$1000 setup charge and \$1000 monthly. Of the \$10.20 hourly fee, Minitel also takes \$5.70 per hour. This leaves the IP \$4.50 per hour. With 225 hours of monthly connect time, the IP breaks even and MSC takes a cool \$2295.

If we understand this correctly, MSC would like us all to pay them \$10.70 per hour to access a 40 character screen filled with modestly inane information. And they would further like IPs to pay them at least \$2000 monthly for the privilege of providing this information. Sounds like good work if you can get it. We'll pass.

TELE-TRIVIA

The US Census Bureau has announced that there now seems to be 247,880,396 of us and that we average six telephone calls daily. Hello? Harper's Magazine reports that a total of five twelve-yearolds were married in the state of Kentucky during 1987. May 10, 1989 marked the 70th birthday of Hostess Cupcakes. The confection did well from its introduction in 1919 until World War II when chocolate and sugar rationing led to a decline in taste quality and sales. As a result, the company added a cream filling and a squiggle of icing on the top. It must have worked. Last year, 400 million Cup Cakes were sold, and presumably eaten - though the sensitive mind shies from that conclusion. They say that inside each of us is a skinny person struggling to get out. I've found I can keep mine sedated with a couple of "Suzie-Qs".

APPLE PASSES IBM SALES

Dataquest reports 1988 sales of Apple Computers reached 1.27 million units passing IBM Corporation's 1.23 million by a slight margin. But both firms were dwarfed by the 40% growth in Taiwanese and Korean clones of IBM's machine - totalling 4.4 million units.

XEROX VENTURA PUBLISHER FOR MACINTOSH RUMORED

It seems that a number of corporate MIS departments have placed the Aldus Pagemaker desktop publishing program on the standard approved list based on a single factor: files are compatible between the ubiquitous IBM PC and the Apple Macintosh. Xerox has finally addressed this with a rumored August release of their immensely popular VENTURA PUBLISHER for the Macintosh computer. The rumor has it that files will be fully compatible between the two machines. Given the very capable postscript laser printer normally used with the MAC, this should be a marriage made in heaven. Xerox denies such rumors emphatically enough to lend them credence. Look for a late fall release however.

CCITT V.32 GAINS GROUND AS 9600 BPS MODEM STANDARD

The CCITT V.32 standard for full duplex 9600 bps transmission has gained ground as the standard in the popular modem market. Previously, the V.32 modems started at around \$3000 due to expensive echo cancelling technology required to reliably transfer data over dial-up lines at that speed. But with the advent of a relatively inexpensive Rockwell chip set (\$250 per in quantities of 1000) CCITT V.32 seems to be taking off. Since the first of the year, at least five major modem manufacturers have announced units supporting the V.32 standard. This year shapes up to be the year of the 9600 bps modem - finally.

The industry was faced with a dilemma of awe inspiring proportions. V.32 had been beyond the reach of everyone and so almost all modem vendors developed proprietary protocols for 9600 bps

transmission. Most were some variant of the V.29 half-duplex standard with some means of pulling a quick reverse to give some two way capability - usually termed ping-ponging. To connect two locations via modem at 9600 bps, you had to have matching modem models on each end. A Microcom modem could not connect to a Multitech modem at 9600 - they could by falling back to 2400 bps, but not at 9600.

Each vendor built an ever larger installed base of users equipped with their proprietary protocol. When V.32 suddenly fell into reach pricewise, they could hardly abandon their installed base to implement the "new" V.32 protocol. But the technology was different enough that they could not upgrade their existing customers via a cheap change to some built in ROM software. V.32 was still a challenge and still almost impossible without the new chip set. They certainly couldn't afford to upgrade everyone that had earlier purchased one of their modems. So how could they implement the new technology without coming off as the bad guy?

US Robotics was the first to break the logiam. They announced that their proprietary HST technology was THE defacto standard and the V.32 was not likely to be important BUT they would offer a new model HST that did incidentally include a built in daughter-card implementing V.32. This told the existing base that they could still connect with all new HST products AND implemented the new V.32 standard so if it does become the connection between different manufacturers, US Robotics would be right there with the "Dual Standard" modem. Since the USR HST had become very common in the BBS world, it was an inspired formula for success.

Telebit has announced a similar product in their T2500 model currently in beta test. Telebit uses a proprietary Packetized Ensemble Protocol (PEP) that is remarkably resistant to line noise and essentially "adapts" to line quality by adjusting transfer rates in 100 bps increments rather than the usual method of cutting the rate in half. As such, the Telebit Trailblazer models have become the modem of choice around the pacific rim where line quality is notoriously poor. And the Unix UUCP network

used by Universities and small hightech companies has adopted Telebit much as the Fidonet embraced the US Robotics model. With the T2500, Telebit also marries the V.32 mode to their existing protocol. Telebit's Manager of System Engineering Ted Brown maintains the PEPTalk Headquarters BBS 143/1920 in the Fidonet at (408)733-3734 to support Telebit products from Mountain View California. But actually, Tony Wagner of 1st Choice Communications BBS in Portland Oregon probably does a better good job of it. Tony operates a beta version of the T2500 as a Fidonet mail system at 105/300 at (503)292-7237. If you are curious as to whether your V.32 will connect with the Telebit implementation, you can reach one at that number. Tony also moderates a new HIGH SPEED MODEMS Fidonet Echomail conference appearing on BBS around the country.

Multitech has likewise wasted no time in getting right with V.32. They offer a Multitech 924EH 9600 V.32 model which also runs on Tony Wagner's 1st Choice Communications BBS on a different line at (503)292-7233. We connected to this line with no problem using a USR HST Dual Standard and the action was noticeably snappy at 9600. Bill Merwin also offers a Multitech V.32 line at Huggy's Den 105/305 in Beaverton Oregon at (503)646-4312. Rumor has it that Multitech is just now offering a sysop discount program discounting their modem to around \$600 for participating sysops.

Racal Vadic is also beta testing a V.32 model. Brian Bybee of Bark Technologies operates the Bark Base 2 BBS 105/68 up in Gresham Oregon at (503)257-3666 using a Racal Vadic 9632 VP V.32 model. We had difficulty making the connection with this modem at any speed but in some sense that's what beta test programs are all about. Mr. Bybee hints that when this modem goes into production, it will also carry a sysop discount to a competitive price in the \$600-\$700 range.

Inevitably, there will be bugs and glitches to work out before all V.32 modems really connect flawlessly at 9600 bps. But the tower of Babel that had existed among high speed modems

has for the most part been broken by V.32. And most of these manufacturers are coupling V.32 with Microcom's MNP protocol to squeeze out file transfer rates on the order of 11,000 bps. Microcom's own offering, the QX/3296c, moves data at up to 19,200 bps while their QX/V.32c purports to pump bits at an astounding 38,400 bps making it the reigning V.32 speed demon.

Telenet Corporation, the largest packet data network in the country, has announced support for the V.32 standard as well. They have announced V.32 dial-up access to their packet switch network - including the Denver area, beginning late in the third quarter of the year.

The current list prices of most of these modems seems to run about \$1500-\$1600, attractive only to the corporate market. The street price seems to be about half of that now which at \$600-\$800 still requires a pretty serious hobbyist or small business. Within a year, we predict V.32 availability for less than \$500 and two years from today, you may very likely find 9600 bps V.32 modems enjoying the "standard" position currently enjoyed by the 2400 bps modem now. More than simply increasing file transfer times, this opens the door to a host of graphic interface innovations that may completely change the face of PC Telecommunications in the future.

LOCAL ACCESS

FLIGHTSTAR INFORMATION SERVICE

The three leading general aviation aircraft manufacturers - Cessna, Piper, and Beech, manufactured over 17,000 new planes in the peak year of 1981. But increasing lawsuits led to ridiculously higher liability insurance costs and all were forced to increase prices of new aircraft by over 300%. This increase has thrown a wet blanket on the sale of new aircraft. But the reverse side of the coin is that used plane prices have skyrocketed and the market in used



Mickey Russell - FLIGHTSTAR Information Service

aircraft has taken on a decidedly speculative flavor. Nearly a fifth of the 250,000 existing private aircraft change hands now each year.

Amex Acquisitions has cashed in on this trend through two subsidiaries. AIM Aircraft claims to be one of the largest brokers of used aircraft in the country with an inventory of over 700 planes and 1987 sales of over \$14 million. The other subsidiary, the American Aircraft Brokers Association, has sold a home study course in aircraft brokering to over 900 pilots at \$795 a pop. In January 1987, they inaugurated an online information service titled FLIGHTSTAR to list used aircraft for sale online.

Mickey Russell operates Flightstar Information Service at (303)790-4356. Flightstar is a "for pay" information service and in fact, Mickey seems to be quite proud of this service. A "basic" subscription will set you back \$20 monthly PLUS \$15 an hour. The minimum increment is then \$35. And it can be distressingly difficult to discern what you might receive for your \$35. You may access the system for a 10 minute

cruise, but almost everything on it is asterisked for pay subscribers only so it can be a bit difficult to tell.

Despite some amateurish mispellings, the menus of Flightstar were really quite well done. And the service does indeed seem to provide some fascinating information. They claim to have the largest database of used aircraft and parts for-sale listings in the country. The database currently lists about 620 individual aircraft for sale. And we found the listings impressively detailed with aircraft type, price, colors, condition, onboard equipment, time since major overhaul, and so forth right down to whether or not the wheels have "skirts".

The service also offers an online aircraft pricing "bluebook" database listing prices on over 800 models. This is no little text file listing models and median prices but a detailed database that included prices for pricey options such as radios and navigational equipment. The price of aircraft could be increased or decreased based on the amount of engine time above or below a bluebook average.

An aviation employment database included a very extensive salary survey listing median earnings of pilots, copilots, technical and maintenance personnel broken down by specific aircraft type. A mailing list database of over a thousand aviation employers included address, telephone, and contact information. The database of current aviation openings contained about thirty listings.

The service also provides a treasure trove of miscellaneous information including an extensive list of aircraft salvage yards, a list of current events, auctions, and shows, and a Blue Angels demonstration schedule. A list of stolen aircraft was just absolutely fascinating and Mr. Russell pointed out that you could tell which aircraft had a good load carrying capability by how common it was on this list. It seems that Cessna 206 and 402 models are popular steals because they can carry a pretty good load of cocaine across the border.

FLIGHTSTAR provides the best library of aviation software we've seen anywhere with navigation programs, weight and balance calculators, flight plan programs, pilot logbooks, and even air traffic control simulators. We found a demo program of a \$49 ATC simulator titled TRACON that provided a realistic view of an ATC radar scope. The program even drives your PC to talk through its speaker and the cheap speakers on most IBM clones actually sound like the scratchy radio voices heard over the typical aircraft radio. Just watching the screen and listening to the voices gave us new understanding of Lloyd Bridges task in the movie AIRPLANE.

Finally, for those who would like to write their own aircraft software, FLIGHTSTAR provides a listing of virtually every formula/factor useful in aviation including those required for fuel flow rates, winds, ground speed calculations, speed of sound in various temperatures, great circle distance, and long range navigation formulas.

Undoubtedly a price of \$20 monthly AND two bits per minute is just a bit proud for an online service of any type. And as a number of systems have learned, we're not at all coy about call-

ing operators to task for being a wee bit ambitious in their plucking of the online consumer without giving good value in return. But frankly, having seen the whole gamut of info available on this service, we think it is both specialized enough, and carries enough in-depth value to merit a pretty handsome wage. And while we think it would do better at either \$20 monthly OR \$0.25 per minute, we have to admit that if you are seriously involved with general aviation either as an enthusiast or as a professional, you should have access to this information and have it on a regular basis. The information provided is broad, deeply detailed, and never wavers from the stated theme of this system. Our highest recommendation and a prime example of the type of specialized information service that we think will become widespread in the future. Flightstar, USA, 7355 South Peoria Street, Hangar 10, Box 1A, Englewood, CO 80112; (303)790-2771 voice.

BOULDER AMIGA USERS GROUP

Ken Fricklas serves as sysop of a delightful system up in Boulder Colorado titled the Boulder Amiga Users Group (BAUG) BBS at (303)494-4470. The system actually runs on an IBM compatible clone using Adam Hudson's QuickBBS software. But the system is devoted to support of the Commodore Amiga machine. The BAUG group began in 1985 and currently sports between 80 and 100 members. The system offers nearly 1000 files for Amiga users occupying 45 Megabytes of storage. We were pleasantly surprised to learn that almost all of the archive utilities available on the IBM have also been ported to the Amiga - including ARC, ZOO, PAK, and PKZIP. Amiga BBS programs, communications software, programming utilities, and game software are all readily available on this system. And Mr. Fricklas indicates that he believes that Amiga shareware garners twice the registration levels of IBM programs on a percentage basis.

RADIO FREQUENCY DATABASE ONLINE

We found NCC 1701 THE ENTERPRISE BOARD to be back in operation at (303)377-1005. This is a very adept Apple II based BBS with 3/12/2400 bps capability that operates with a very strong Star Trek theme. This system used to be run by Jim Starke and we assume he is responsible for its return at this new number.

Of course, the Star Trek theme is nice but it's one of those things that has been done so much it's lost its impact. But we found something "down in engineering" that you mae wanna ave a look ah't Cap'n. The system carries the most extensive list of Denver area radio frequencies we've seen anywhere. Nothing like it in the world. The "engineering" section has an extensive menu of frequency "types" such as AM Radio Stations, FM Radio Stations, Metropolitan Services Scanner Lists, Federal Government Scanner lists, HAM repeater frequencies, private security firm frequencies, hospital frequencies, every possible local aircraft frequency including Stapleton Tower, North approach, and literally every aviation frequency of any interest to anyone in the state of Colorado with a hang glider and a walkie talkie. You can find out what frequency to listen in to the FBI or the VA Hospital. A man with a scanner and this data might never be heard from again. If nothing else, we found the list of Denver FM radio stations and their frequencies to be useful.

The system is laid out very cleanly, with a noticeably snappy response. It operates by virtue of a program titled Protree Elite running on an Apple II computer. Notably interesting. Ensign - Engage.

LONG DISTANCE USA

WEATHERSTAR PILOT BRIEFING SERVICE

Haynes Environmental Systems of Minneapolis Minnesota operates a fascinating and useful service for pilots that appears to be entirely free of charge. The service is titled Weather-Star Weathermation and operates at (612)296-5426 using the normal 8N1 communications parameters. The service requires no logon, registration, or any other curriculum vitae normally required of callers to most systems. Once you have made the connection, simply enter HELP for a complete list of commands.

Once you've received the list of commands, you may still be a little confused. But most pilots will immediately feel at home. WeatherStar does indeed provide weather information. But it is largely in a type of vowel-less shorthand common to early hebrew texts, modern naval radio communications, and of course, pilots.

What we were able to decipher led us to believe that the weather was more trouble than it was worth in this shorthand format despite a variety of area and terminal forecasts available. But WeatherStar provides some other information we found fascinating. For example, it allows you to calculate a preliminary flight plan by entering the three-character abbreviation used to identify all airports in the US. You could also add flight speed. For example: PFP/150 DEN STL would be the correct command for a 150 mph flight from Denver (DEN) to St. Louis (STL). The resulting display tells us that our true course would be 90.6 degrees, distance is 676.6 nautical miles, and our trip would take 4.5 hours. Likewise, PFP/150 DEN LAX results in the information that Los Angeles International lies at 245.9 degrees of compass 736.6 nautical miles distant and it would require 4.9 hours of travel time. The response in this calculation is almost instant.

You can also find out a great deal about airports in general and in your destination in some detail using the INFOR-MATION (IN) command. By entering IN DEN you will receive a screen fully of data including airport name (Stapleton International), manager's name (George Doughty), mailing address (Stapleton International, Denver, CO 80207), telephone ((303)398-3844), altitude (5333 feet), latitude (3946.4 N), longitude (104 52.7 W), magnetic deviation (11E), radio frequen-

cies, and other general information regarding availability of fuel, repair facilities, and how many counter stools are available in the coffee shop.

If you have any interest in aviation/navigation, this system is a winner. Haynes Environmental Systems, 6300 34th Ave. South, Minneapolis, MN 55450; (612)727-1084 voice.

IBM USER GROUP SUPPORT BBS

Internation Business Machines has finally joined the ranks of serious BBS enthusiasts with their IBM National Support Center PC User Group Support BBS operating at (404)988-2790. The service has been in operation since the first of the year on an eight-line PCBoard system. It runs on a series of PS2 Model 60 computers using the Hayes 9600 V-Series modems for 300/1200/2400/9600 bps operation.

Steve Mark is the manager of the IBM National Support Center and Mike Austin works as the actual day-to-day sysop of the system. The system features a disappointing library of download software but its primary purpose is to support user groups around the country. It did provide the text of some user group newsletters in one file area. Essentially, this provides an exchange service so that any user group can use articles from other user group newsletters - a fascinating idea to support local groups. The groups can then put together a really informative and interesting newsletter without it becoming a full time job for some hapless individual elected "editor" while they were in the restroom.

The service also provides a database of user groups that you can access by entering the area code or zip code for your area. We were enormously disappointed to learn that area 303 has only one user group and it is up in Fort Collins. This database is obviously the successor to the old IBM PC USER GROUP LOCATOR automated voice system.

The IBM User Group support BBS is a fantastic idea and IBM can provide the leadership and forum to develop a na-

tional listing of user groups. But the user groups themselves must support the concept to make it effective. If all the PC user groups in the country would submit entries into the database and upload their newsletters with permission for other groups to use the articles, this system could become a national resource. We urge the many local Colorado user groups to enter and maintain data concerning their clubs to the IBM User Group Support BBS.

CHANNEL 1: NEW ENGLAND MEGABOARD

by David Hakala

Channel 1 Communication (tm) (617)354-8873) boasts 20 dial-up lines, over 20,000 download files for IBM, Mac and Amiga buffs, 75 national & local Conferences, and online shopping/ordering. Running under PCBoard Multi-node software on a Novell network, the system claims 8,000 regular users and some 1,200 calls per day; not bad for a BBS that just started up in October, 1986.

Tess Heder, a registered architect and the "day-sitter" for Channel 1, tells us Brian Miller and she began Channel 1 out of economic necessity: their BBS phone bill was starting to look like a mortgage payment. Miller, "a practicing psychotherapist and computer technician" (two things EVERY modemmaniac needs), proposed a two-node BBS as a way of "reversing the charges."

We suspect many boards begin this way. But Heder and Miller made an early commitment to making the board pay its operating expenses as well as saving them toll charges. Channel 1 earns money from online ads sold to businesses, multiple-user passwords for corporate clients, turnkey leasing and management of product support conferences, BBS design/installation services, product sales, & shareware mailorders.

Channel 1 is a fine case study in infopreneuring. No user access fees were required to build this capital-intensive board. Heder and Miller simply carved out a significant market segment, sold access to it to customer-hungry business clients, and charged competitive prices for valuable services most sysops routinely give away.

There are sysops in Denver earning \$50 per hour setting up simple E-mail boards for corporate clients, but they are a silent minority. The average sysop chronically bemoans his lack of capital whilst sitting on a treasure trove of marketable talent. Anyone committed to the future of grassroots BBSing would do well to call Channel 1 for mentoring.

A megaboard is not maintained by two people alone. Heder and Miller have attracted expert help by demonstrating they are serious about infopreneuring. Thom Little, author of the shareware program ACPC, chairs the Programmers, Microsoft and Shareware Support Conferences. David Whitehorn of the Harvard Business School lends support to the ever-changing development of Channel 1's architecture. Other conference moderators include Fred Hapgood (Science), David Dipperstein (Online), Jon Wolf (Amiga) and Karen Rockow (Cuisine).

The system has 2.2 Gigabytes of online storage, more than enough to provide indepth offerings for every taste. We already mentioned the 75 Conferences. Gamesters will find nearly 30 interactive games, from multiplayer Trade Wars (versions 1 & 2) to trivia and a blackjack session in which one may win (or lose) access time. The download files are well organized into 48 subdirectories, ranging from online news and bulletins to application programs and graphics/printer font libraries. The Doors section gives access to extended protocols, info/data base programs, Qwickmail and trading Doors.

Effective this May, Channel 1 has introduced a pilot program of user access fees. Free access to online shopping and Conferences is still available to nonmembers. An introductory membership includes 30 minutes per day full access for six months and 150 file downloads for \$25.00. Six-month full memberships allow 250 downloads and cost \$32.50 or \$40.00 for 45 minutes or 60 minutes of daily access. One-year memberships include 500 downloads for \$60.00 or \$75.00 45/60 minutes. Multi-

ple-user corporate passwords are available at \$50.00 or \$150.00, with commensurately higher download and access privileges.

Channel 1 accepts online orders for products or memberships with American Express, Visa and Master Card. The system is PC-Pursuit-able via MABOS/354-8873. Channel 1 Communications(tm)/Brian Miller: P. O. Box 338, Cambridge MA 02238-0338. Voice: (617)864-0741. Data: (617)354-8873 1200/2400 bps; (617)354-3137 USR HST 9600 bps; (617)354-5776 Hayes V-9600; (617)354-6155 Microcom 9600.

SUN MICROSYSTEMS TOPS BBS

The TOPS local area network has gained something of a following among those who need to link Macintosh and IBM computers together. The system links the Macs using the built in Appletalk connectors and the IBMs via an add-on circuit card termed a Flashcard. The product includes utilities to convert various Macintosh file formats to IBM and vice versa.

The product developed such a following that it caught the eye of engineering workstation developer Sun Microsystems of Almeda California. They bought TOPS outright and now market the product themselves. They also operate a very interesting online support service at (415)769-8874 using TBBS software on an IBM compatible machine.

The service provides spec sheets for various TOPS products including Flashcards, TOPS/DOS 2.1 software, terminators, and devices to connect Apple Laserwriters directly to a network. They also carry application notes on such subjects as gatewaying your TOPS net to a Novell network, using TOPS with Desqview and so on. Finally, any press releases issued by the company are available online. We learned, for example, that there will be a TOPS Connectivity Clinic held here in Denver this coming August 14.

POPULAR MECHANICS MAGAZINE ONLINE SERVICE

Popular Mechanics Magazine has been around for many years providing home owners and hobbyists with guidance on radio and television technology, home projects, new technology, and plenty of good old "how to" around the house. We've got a number of treasured issues from the early thirties as interesting as their current offerings and some of the "new products" of the early thirties bear a remarkable similarity to "new products" today.

Popular Mechanics has entered the future in a big way these days with their own online information service at (212)582-8369. The system runs some peculiar BBS software we were unable to identify and offers no file area, back issues or anything along those lines. It does, however, feature some message areas that contain a wealth of information - far beyond the typical BBS message area.

The key to this is direct participation by the editorial staff. When you logon to PM's system, you're first greeted with a welcome statement and editorial introduction to the current print issue by Joe Oldham, Editor-In-Chief of the magazine. Message areas for Automotive Technology, Home and Shop, Electronics and Photography, and Science and Technology are full of informational tidbits. And well they should be. Apparently, the editors in charge of those departments in the magazine are actively moderating the corresponding message area on the system.

We found some pretty interesting info on Space Station, Cold Fusion, and a planned Manned Mars Mission in the Science and Technology section. Home and Shop had some really good stuff on where to get parts for different appliance makes including a series of dealer locator numbers; some good info on cordless drills (to clutch or not to clutch); a tabular listing of the cost per million BTUs for electricity, natural gas, kerosene, heating oil, etc.; and a discussion of what Craftsman tools are still made in the US and why Sears has

become so schlocky about replacing things and shuttling customers from one department to another.

Bob Villa has been very popular as the star of WGBH TV Boston's production of THIS OLD HOUSE. Bob apparently does a column for PM as well and we read some interesting debate about his current difficulties with the show's producers. It seems WGBH is a bit miffed at Bob for endorsing some building products and they feel there is some conflict of interest there. It looks like THIS OLD HOUSE will continue - but with a new host.

This system should serve as a valuable feedback mechanism for PM readers to drop a line to the editor of their favorite department telling them what they're doing right and conversely, what they would like to see more of. As use of BBS and online service technology gradually emerges from the dim twilight world of the technoid to the light of normal humanoid use, we predict you'll see more print publications tied with online services to good result. Excellent Service.

ONLINE CREDIT REPORTING SERVICE

Freeman and Associates of Gailbraith Ohio is marketing a very interesting and somewhat attractive service titled the NATIONAL CREDIT INFORMATION NETWORK. The service purports to provide access to a number of different credit and information agencies to allow you to screen credit applicants or prospective employees. The service seems priced specifically to be attractive to small businesses.

We perused their free demo line at (800)541-4514. To access this, dial the number using the usual 8N1 parameters. On connect, press the ENTER key slowly four times in succession. At the USERNAME: prompt, enter DECK7 and press the ENTER key again. Follow the prompts to enter your name, address, and so forth. A demo without "live" data is provided and they follow up with a mailer describing some services in more detail.

Frankly, we were shocked at what you can find out about someone online. Your driving record is available for all to view for anyone in any of 49 states with Massachusetts the lone holdout. This requires a charge that varies by state and usually takes 24 hours.

A Social Security Number Trace feature allows you to enter a social security number to find out virtually every place the owner has ever lived since the SSN was assigned including his current address. They estimate an 82% "hit rate" for this service.

Consumer credit reports are available at a cost of \$3.80 to \$15 depending on the credit bureau accessed. Commercial credit reports on companies range from \$6 to \$39. There is a \$10 monthly minimum fee and to sign on costs a persuasive \$398. No mention of the \$10 monthly minimum or the \$398 initiation fee was mentioned online and the \$398 fee was literally buried in the fine print in their promotional literature. They do NOT seem proud of this feature although we're pretty sure they are set on getting it before you access any live data. Further, you must "qualify" for access to the consumer credit area due to Federal laws regulating who may access consumer credit reports, but the criteria looks pretty loose.

While we have mixed feelings about this service, it could certainly prove a boon to a small business in need of such information. Freeman and Associates, 3193 West Galbraith, Cincinnati, OH 45239; (513)741-8036 voice.

DENVER BACKPEDALS ON SALES TAX FOR ONLINE AND DP SERVICES;NEW RULES OPEN FOR COMMENT

by David Hakala

Last month, we reported new regulations issued by Denver's Dept. of Revenue to "clarify" the city's sales tax law affecting DP equipment, programs and services, as well as "informational or entertainment service(s)," including subscription bulletin board systems. The new rules (four years in the writing), classified computer maintenance contracts as "data processing programs" and asserted that computer time purchased and resold could be used twice,

therefore was subject to double taxation. Exemptions for broadcast media and other formidable special interests further contributed to a regulatory cryptogram.

The new regulations were issued April 18; the process of rescinding them had begun by May 22. Alan N. Charnes, Manager of Revenue, says in a letter: "In response to a number of concerns raised by businesses affected by the Rules, we have decided to request additional comments and recommendations from anyone interested in this subject... submit any suggestions you have as to how the Rules can be improved so as to more clearly and more simply address the requirements of the law."

Apparently, the tax collectors still do not think the City Council includes "anyone interested in this subject." I asked Freda Miklin, Tax Compliance Manager, whether her department planned to consult with Council members before further clarifying their intent. She said "No," and repeated her earlier opinion that the members who were incumbent in 1981 when the sales tax law was revised probably would not remember their intent at the time.

The Revenue Department never consults the Council when interpreting city ordinances. In this case, the revenuers consulted only the City Attorney, who delegated a junior attorney to the matter, who in turn consulted only laws and court cases from other jurisdictions to come up with the abandoned verbiage. No one who knows MS-DOS from Muzak was consulted at any time during the four years of research.

Bill Scheitler, Councilmember for District 1, indicated that a tax regulation affecting such a broad segment of the local economy would be a matter of interest to the Budget & Finance committee, if not to the entire Council. He expressed concern that a 1981 law was just now being "clarified," and promised to look into the Revenue Department. Notice of the rescision will be published in the Rocky Mountain News in the near future, along with a request for public comment on appropriate definitions and applications of the law. Miklin made a point of asking for "constructive suggestions," not let-

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Microlink B has been serving the BBSing community since 1985 with quality public domain and shareware software, as well as interesting and informative message areas covering a variety of topics.

FILES, FILES AND MORE FILES

Your membership to Microlink B gives you immediate access to thousands and thousands of files that you can download directly to your computer. There are presently over 31,000 individual files available, and we are continuously expanding our collection. You can have everything from games to statistical calculation packages, database programs to personal finance managers, programmer's aids to computer communications utilities. Put simply, we have one of the most extensive software collections for the IBM-PC and compatibles in the country.

There's more... Microlink B maintains the complete 1,000 disk PC-SIG software library available on-line for our members. We think you'll agree that the PC-SIG library is one of the most comprehensive software collections available for the PC.

We do not provide software for the Mac, Amiga, or other non-IBM compatible machines. Why? Because we think it's better to put all our effort into providing you with the best possible software collection for your IBM-PC or compatible system.

TALK, TALK, TALK

We do messages too. The Microlink B message base is connected to the world via the FidoNet public amateur network. We 'echo' many of our message areas to other FidoNet systems in the area, across the country, and around the world. This means you can ask a question on Microlink B, and receive answers from experts all over the world.

We have message bases covering a variety of interesting topics from programming and technical issues to law, from aviation to using Lotus-123. And, yes, we do offer private E-MAIL message areas where you can leave confidential messages and files for other Microlink B members.

Microlink Balso offers USA Today's Decisionline, a computerized version of the popular USA Today newspaper. Decisionline is updated early every weekday morning.

WHAT YOU NEED

To access Microlink B, you'll need an IBM-PC or compatible computer and a modem capable of operating at 1200, 2400 or 9600(HST) baud, as well as one of the many communications software packages that are freely available.

TAKE A TEST DRIVE TODAY

You can call Microlink B anytime to take a test drive. Set your communications program for 8 data bits, no parity and one stop bit (refer to instructions for your modem or communications software). Dial Microlink B at (303)-972-9600. Microlink B will ask for your full name, and then guide you along the way with easy to follow menus. You'll be able to tour the system, read messages, and look over our software collection.

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For just \$35.00 you can have full access to Microlink B for one full year, or pay just \$25.00 for six months access. Use the handy order form below to become a Microlink B member. For your convenience, we now accept Visa and MasterCard.

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Registration Form Micro	olink B (303) 972-9600	NameDate
PO. Box 620247 Littleto	on, Colorado 80162	Address
YES I want FULL acc	ess to Microlink B!	City State ZIP
One Year \$35.00	Six Months \$25.00	Telephone()
Check EnclosedV	/isaMasterCard	
Credit Card #		Name you will use for BBS Logon
Expiration Date		FirstLast
Signature		Password

ters saying the tax is a bad idea. Comments may be addressed to Charnes or Miklin at The City and County of Denver, Dept. of Revenue: Room 300, 144 W. Colfax Ave., Denver CO 80202. Voice phone number: (303)575-2262.

SOME "CONSTRUCTIVE SUGGESTIONS"ON DP SALES TAXES

by David Hakala

I utterly exhausted my supply of journalistic objectivity while reporting on this subject in the June issue. What follows is a blatant call for rebellion, subversion and general caterwauling:

Taxing authorities tell us the service sector enjoys an "unfair advantage" over sellers of tangible personal property. Who are they kidding? We know who pays the tax. The Denver City Council and its Revenue Department are not out to "level the playing field" between manufacturers and service providers. They are out to further level your pocketbook and mine!

Denver is the first county in the metro area to impose sales tax on DP services. If it succeeds, other counties will rush to glut themselves at the new trough. The State will stick its fingers deeper up your pocket. The "special tax districts" cropping up like weeds will get their unearned share. You may already be paying for a transit corridor study or symphony orchestra you don't need or want; what's next?

The list of taxable services will grow, and your purchasing power will dramatically shrink. Expenditures for services, especially DP-related, are growing faster than any other spending category. Sales taxes are no longer deductible; we now pay taxes on money already taken by taxes!

The stated goal of revenuers is to tax ALL services. They would have us believe it is inevitable, even "fair." It is neither; it is overweening parasitic greed. Let us send a message to Denver, the surrounding counties, and the state that says, "Enough already!"

If you buy services in Denver now, look for ways to shift your point of receipt outside the city limits. Take your computer to Littleton for repair, or at least minimize the tax by insisting on separate billing for parts and labor (labor is currently untaxed). Change your legal place of business to another town. Many small companies have only mail boxes in their official tax districts. Consider moving DP operations out of Denver until its arrogant leaders cry "Uncle!" Why remain in the biggest tax-trap along the Front Range, when markedly better business climates exist ten minutes away?

If you sell DP services of any kind, make your Denver customers accept delivery outside the county limits. Denver proper holds less than half the population of the five-county metro area, and is falling ever farther behind. I find my business doesn't need Denver; does yours?

"Informational or entertainment services," including bulletin board systems, enjoy the greatest flexibility in choosing their markets. A dial-up service need only request a formal "point of delivery" address on a subscription form, and refuse to accept applications listing Denver addresses. According to Miklin, the chief enforcer, you are not liable for false statements, since you cannot verify the origin of each incoming call.

The very least any fed-up taxpayer should do is let the Department of Revenue and the City Council know ENOUGH IS ENOUGH! Here are the names and phone numbers of Council members:

TAXES TAXES EVERYWHERE

This month, David Hakala continues his coverage of Denver's Department of Revenue and their attempt to stumble into the future with the best possible stranglehold on high-tech businesses they can manage. That they are doing so without any supervision by elected officials or grasp of the technical and logistical issues involved is not too surprising. But it bears examination.

Denver City Council

Bi- woodpathy Colonial - Diet 1-	575-2172 *
Wm. A. (Bill) Scheider, Dist. 1:	
T. J. (Ted) Hack worth. Dist. 2.	922-7181 *
Ramma Martinez, Dist. 3:	922-7755
Stephanie A. Foote, Dist. 4:	692-8929
Paul E. Swalm, Dist. 5:	399-5607
Mary A: DeGroot, Dist. 6:	871-0601
Dave Doering, Dist. 7:	575-2023
Hiawatha Davis Jr., Dist. 8:	298-7641
Deborah L. Ortoga, Dist. 9:	458-8960
Cathy Donohue, Dist. 10:	575-2918 *
Wm, R. Roberts, Dist. 13:	377-2372*
Robert L. Crider, Council at Large:	575-3561*
Cathy Reynolds, Council at Large:	575-3012*

* Asierisks indicate Council members who were incumbent in 1981, when the sales and use tax laws were revised to include DP-related sales.

Jacob Javits began his tax-payers rebellion in the late seventies in Southern California with a "Proposition 13" amendment to the constitution essentially restricting the annual property tax to a fixed percentage of home value. The politicians and special interest groups of California en masse mounted an enraged campaign to discredit the proposition including horrifying personal attacks on the proponents and horrendous television ads with raped women, uneducated children, streets in disrepair, and generally predictions of the end of civilization as we know it. The local citizens were not dissuaded. They were paying unreasonable housing costs and needed relief. Proposition 13 passed. For years afterward, anytime anyone wanted anything from the government, officials bleated piteously about their plight under the shadow of 13. Today, California is doing fine. As I understand it, they have a \$2 billion surplus.

Missouri and several other states followed suit to endless success all around. In each case, those empowered to manage the funds screamed at the top of their lungs that we would all go to hell if their funds were reduced. On passage, they used our money to file endless court petitions, suits, and briefs in an attempt to "clarify" what the people "real-

ly meant" by the overwhelming passage of these tax limitation amendments. Despite this, in virtually all cases, the amendments have been a rousing success once they were passed.

Ronald Reagan clarified the peoples intent most persuasively and specifically on the matter of taxes during both the 1980 and 1984 presidential election. No political candidate of any intellect has breathed a word about raising taxes since and we doubt you will see much of it in the future. Rather, we have a new game which centers around "broadening the tax base". This conveys the message that all of us that are paying taxes are ok, but we are going to get "the other guy" to pay "his fair share as well". And best of all, we will do it without raising taxes actually. Rather, we will let career civil service employees "clarify the rules" a bit to garner more income from the same old tax laws by interpreting them differently.

Florida had a recent experience with placing a tax on services and specifically advertising. It failed so miserably we thought the concept dead. Now, as if it came to them in a dream, Denver has decided to disqualify itself from participation in the twenty-first century by persuading anyone with an idea and a computer that they should take their business to another city or state to prevent being taxed to death right here. This would be considered something less than brilliant planning if it were planning at all. But it is actually a middle-aged babe with a telephone down at city hall in a civil service position who has decided all this. And quite likely the elected officials are completely aware of it but perhaps if they cower behind the drapes, it will all come to pass without their direct blessing - though still providing them temporarily with extra funds to play Santa Claus within their districts.

Of larger concern to us all is the recent assault on the United States Constitution by our national congress. It seems that there is some powerful sentiment for the collection of state sales taxes by mail order companies. Note that our constitution specifically bars any taxation or restraint of interstate trade and does so in pretty unequivocal terms.

Still, they are dancing about with a bill to force mail order merchants to collect and forward state sales taxes.

This is ludicrous. Aside from the constitutional questions, it would be very difficult for the companies to implement. There are not only state sales taxes, but local ones as well. We recently received an upgrade notice from Ashton Tate for a Multimate package we use. The upgrade was only \$65 but Ashton-Tate, of Torrance California, demanded a 7.1% Colorado state sales tax from us. This is simple thievery. There is no 7.1% Colorado state sales tax. In fact, state AND local sales taxes in southern Jefferson county total 4.1%. In Lakewood they are in excess of 7% and they vary throughout the state. The actual state sales tax is 3.1%. In Colorado, you pay sales tax at the location where you take delivery. Where ever Ashton Tate may have an office in Colorado is mute (if they do have one at all). The product ships from Torrance to our address in unincorporated Jefferson county. If they needed to collect sales tax at all, it should be 4.1%.

Another example of this bizarre situation is CompuAdd. CompuAdd is one of the largest and most successful mail order vendors of computer equipment in the country. Their prices are very modest and the quality seems "good" if not exactly superb. They are based in Texas. Recently they opened a retail store in Aurora Colorado. I don't live in Aurora. I don't even VISIT Aurora if there is any way out of it. But if I call their mail order office in Texas to order something, they add a Colorado sales tax to it (or they would have if I hadn't cancelled the order and hung up). They do this because they recently opened this store in Aurora. Before the store no sales tax.

EDITOR'S NOTES

The Regional Bell Operating Companies and a number of would be "networks" have developed a fascinating new game. It's called INFORMATION GATEWAY. Essentially, you grab some information, mark it up 300% and pass it on. The game assumes

that the data hungry public will pay the freight no matter how much it costs just to access characters on the screen. They charge the individuals who create and organize information for the privilege of being on their network and then charge the public for access to these information providers. Now, we are seeing this "stack up" even further. Minitel Services Company for example, is striving to place itself between the regional bells and the information providers to take a cut of their own.

All of this insanity flies directly in the face of current reality. Experienced long term services such as THE SOURCE and COMPUSERVE are struggling arduously just to make payroll and no one has really ever suggested that their services were not valuable or not worthwhile - a tad slow at times - but everyone likes using them. The problem is - no one likes paying for them and especially not on the clock.

Online services catering to businesses can draw the \$100 hourly access fee if they do truly offer information businesses can turn into cash or strategic advantage. The price is paid out of the advantage itself. Tapping the consumer market is an entirely different kettle of fish. The American public is quite accustomed to having information delivered to their door largely at the expense of the advertising business world. Newspapers are still less than fifty cents a pop. Beautiful color magazines of several hundred pages are about \$3 to \$4. Try Smithsonian Magazine sometime - it's even better than Boardwatch. It's loaded with in-depth articles of twelve to fifteen pages with striking color photographs and editorial matter written by literate, bright people on a potpourri of subjects that brings surprise and delight with each issue. It's \$3. If we told you that you could read Time magazine off the newsstand for a \$29 sign-up fee and \$12 hourly, you would not likely provide us with a printable response. Once the novelty had worn off, you would be about as disinclined to pay the same rate for it online. Yet online services are typically demanding just this type of pricing for editorial matter that in many cases is not up to the rigorous standards of your typical street gang's drug marketing newsletter.

The Sears/IBM team has poured over \$700 million dollars down the Prodigy rathole to date. In mid-May, just as they rolled out their New York offering of Prodigy, it came to light that the IBM supplied software driving the entire thing was having a bit of a problem that essentially shut the net down for four days. This would not normally be considered a "power play" of IBM's advertising dollar. But at least the Prodigy product has taken the public off the clock with a rational, administrable flatrate pricing system of essentially \$10 monthly. It may well fail because it is shallow, slow, and technologically pathetic. But the pricing idea is obviously attractive. They've signed up thousands for their starter kit - it is supposed to be a best seller at Egghead software. When we looked six months ago during the rollout in California it looked to be a wee bit weak in the knees. We'll reserve judgement until we've had a chance to play with the Denver rollout and see how it works now.

The future in online publishing is \$25-\$60 annual subscriptions to information services offering specialty publications such as Fly Fishing Online, Maudes Mushroom and Morrell Database, Gerry's Complete Online Database of Volkswagen Piece Parts, Harry's Hot Air Ballooning Online Forum, and Don's Dandy Dog Recipe Emporium and Online Information Service. The technology will spawn a cottage industry of niche publishers. A few will become wealthy. Many will make a good living. But none of them will convince the American public to pay \$12 hourly for anything. And while some larger general services will undoubtedly survive by offering a smorgasborg of the work of their more creative wee brethren, we don't think they will wean your average American Consumer of \$60 or \$70 in monthly online connect charges. It just isn't the way we price consumer information in our society. Remember where you heard it first.

The best thing the RBOC's can do is team up with a local newspaper, put the paper online and their directory services online. Drop the idea of gleaning \$3 per hour for themselves out of all of this. It



Editor Jack Rickard with Learjet - Dream on Norm!

won't happen for now. The local paper and directory assistance (at little or no cost) will draw the American consumer to modems, computers, and so forth. This will in the long term create tremendous demand for added telephone services (including second lines almost immediately), ISDN, data services, calling party identification, and so forth returning the telco investment hundreds of times over. Their insistence that services that cannot garner \$3 an hour alone can somehow draw \$6 once the telephone company "helps them" (\$3 for the IP and \$3 for the telco) are the unrealistic result of too many pie-inthe-sky three gin lunches.

We don't do "theme" issues as many of the larger computer magazines do with "printer issues" and "LAN issues" and so forth. But in researching online services, often one layer of the onion gives way to reveal yet a juicier layer underneath. Looking over the stories in this issue, it would seem to be our "aviation issue" this month. Between Haynes Environments Weathermation service in Minneapolis, and the FLIGHTSTAR Information Service hear in Englewood,we've uncovered a beehive of online activity of interest to general aviation enthusiasts. That's a Learjet 55B I'm posing with. All of us BIG TIME NEWSLETTER EDITORS have one of these you know. Right......

Stay Connected.

Jack Rickard Editor

BOARDWATCH MAGAZINE
NATIONAL LIST OF ELECTRONIC BULLETIN BOARD SYSTEMS AND ON-LINE INFORMATION SERVICES - JULY 1989

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